

## How to Use the Security, Surveillance, Monitoring and Access Control Systems Statewide Contract

Contract #: FAC79      Contract Duration: 06/01/2013 to 05/31/2014  
 MMARS #: FAC79\*      Options to renew: Two (3) options of one (1) year each  
 Contract Manager: Dmitriy Nikolayev 617-720-3351 [dmitriy.nikolayev@state.ma.us](mailto:dmitriy.nikolayev@state.ma.us)  
 This contract contains **Small Business Purchasing Program (SBPP) and Supplier Diversity Office SDO Contractors**  
 Last change date: 02/04/14

### Contract Summary

This contract covers the acquisition of landscaping products, playground equipment, site amenities and related products. There are nine (9) categories available:

Cat #	Category Name	Regional or Statewide Awards
1	Nursery Products, Including Native Plants	Regional & Statewide
2	Turf and Landscape Products: Seed, Sod, Fertilizer, Pesticide and Related Products	Regional & Statewide
3	Compost and Mulch	Regional
4	Soil Aggregate Products	Regional
5	Green Roof and Living Wall Materials and Supplies	Statewide
6	Playground Equipment and Surfaces	Statewide
7	Benches, Tables, Receptacles and Site Amenities	Statewide
8	Fencing, Railing, Decking, Partitions and Lockers	Statewide
9	Related Specialty Environmentally Preferable Products	Statewide

### Benefits and Cost Savings

- Competitive discounts for smaller orders under \$10,000
- Multiple quote process for orders over \$10,000 to drive additional discounts
- Generous Prompt Payment Discounts

### Who Can Use This Contract?

**Applicable Procurement Law:** MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

**Eligible Entities:**

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;

- 06. Public institutions of high education
- 07. Public purchasing cooperatives;
- 08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
- 09. Other states and territories with no prior approval by the State Purchasing Agent required; and
- 10. Other entities when designated in writing by the State Purchasing Agent.

## Compliance with Construction Law

This contract does not include construction related services. Eligible Entities should consult their legal counsel for assistance determining whether installation work includes construction as defined by M.G.L. c.149 or M.G.L. c.30, §39M. If installation of the system is deemed to include construction, then installation work done under this contract is limited to \$10,000 or less.

## Pricing

All published contract pricing, including but not limited to firm pricing, contract discounts and all other pricing published under this contract is ceiling (not-to-exceed) pricing, and any published rebates are minimum rebates. Price structure varies among the categories. Specific price structure for each category is included below:

Categories	Product Pricing	Delivery Pricing
1 & 2	Pricing is based on vendor catalog or commercial price list, whichever is lower. Discounts based on size of order. Delivery price based on order amount and delivery region.	Maximum delivery price is based on order amount and delivery region and is included in the price file.
3 & 4	Regional prices for specific products provided in the Vendor's price file (see Comm-PASS)	Delivery is included in the price listed in the file.
5, 6, 7, 8, 9	Pricing is based on a discount off the Bidder's catalog or commercial price list, plus a separate delivery charge (if any) to be negotiated between the Contractor and the Eligible Entity for each project.	Delivery charges (if any) are to be negotiated between the Contractor and the Eligible Entity for each project. Delivery charges must be included in the quote and <b>may not</b> be marked up by more than <b>1%</b> .

**Labor Rates:** Vendors in some categories have provided hourly rates for non-prevailing wage positions and mark-ups over prevailing wage for prevailing wage positions. Mark-ups over prevailing wage are **ceiling mark-ups** and hourly rates are **ceiling rates**; both will remain firm for the initial term of the contract. Vendors may decrease mark-ups or hourly rates at any time by

contacting the OSD Contract Manager. Additionally, vendors may offer discounted rates to Eligible Entities on a case-by-case basis.

### Prevailing Wage

Eligible Entities must provide contractors a copy of the current prevailing wage rates at the time of quote request. Prevailing wage sheets can be requested from the Department of Labor Standards by visiting their [website](http://www.mass.gov/lwd/labor-standards/prevailing-wage-program/) (<http://www.mass.gov/lwd/labor-standards/prevailing-wage-program/>). The process is automated and the turnaround time is very quick, less than one business day.

### Negotiation

Eligible Entities have the right to negotiate pricing or other aspects of purchases within the scope of the contract and are encouraged to do so.

### How to Use the Contract

#### Award Regions (Categories 1-4)

**Categories 1-4 were awarded regionally. Check the region listing (on page 5) to determine the region for your city or town.**

### Process for Ordering

Users are encouraged to “shop around” among the contractors within the desired category to find the best pricing and product available. In order to ensure that you receive all the benefits and savings associated with the statewide contract, please **always reference the statewide contract and the document number (FAC79)** when opening an account and placing an order with a Contractor.

- **Orders of less than \$10,000.** Eligible Entities may purchase directly from the vendor of their choice without requesting multiple quotes.
- **Orders of \$10,000 or More - Multiple Quotes.** Eligible Entities are responsible for contacting the contractors of their choice to obtain **multiple** quotes prior to issuing an order.

### Additional Requirements

**No surcharges:** No transportation, fuel, energy, insurance or any other surcharges will be allowed throughout the duration of the contract(s).

**No pre-payments:** Contractor must not request any form of pre-payments by the Eligible Entity before the service is rendered. For special projects implemented in phases, by mutual agreement of the Eligible Entity and the Contractor, invoices must be issued after each phase is completed to the Eligible Entity's satisfaction.

## Strategic Sourcing Services Team (SSST)

Name	Eligible Entity
Randal Cabral	Department of Public Health
Randy Clarke	MBTA
Michael Courtney	Bureau State Buildings
David Crouse	Massachusetts State Police
Donald Denning	City of Boston
Nancy Fitzgerald	Department of Fire Services
Roger Gauthier	Department of Public Health
Sylvain Kabeya	Massachusetts Rehabilitation Commission
Adam Peters	MBTA
Charles Plungis	Operational Services Division
Korina Senior	Department of Fire Services

## Summary of Where to Obtain Important Contract Information

To obtain in depth contract information please go to the Comm-PASS ([www.comm-pass.com](http://www.comm-pass.com)) website, click on “Contracts” then search by document number FAC64 to locate the following contract information:

Contract User Guide	“Forms & Terms” Tab
Category Prevailing Wage Markups	“Forms & Terms” Tab
Contractors Award Information and pricing	“Vendor” Tab (bottom of vendor detail page)

## Zone Listing

Zone 1-Global	Zone 2-Global	Zone 3-Global	Zone 4-Global	Zone 5-Sprague	Zone 5-Sprague	Zone 6-Sprague	Zone 7-Sprague	Zone 8-Sprague
ARLINGTON	AMESBURY	ABINGTON	BARNSTABLE	ACTON	OAKHAM	ASHBURNHAM	AGAWAM	ADAMS
BELMONT	ANDOVER	ACUSHNET	BOURNE	ASHLAND	OXFORD	ASHBY	AMHERST	ALFORD
BOSTON	BEVERLY	ATTLEBORO	BREWSTER	AUBURN	PAXTON	ATHOL	ASHFIELD	BECKET
BRAINTREE	BOXFORD	AVON	CHATHAM	AYER	PEPPERELL	BERNARDSTON	BELCHERTOWN	CHESHIRE
BROOKLINE	DANVERS	BERKLEY	DENNIS	BARRE	PETERSHAM	BUCKLAND	BLANDFORD	CLARKSBURG
BURLINGTON	DRACUT	BRIDGEWATER	EASTHAM	BEDFORD	PRINCETON	CHARLEMONT	BRIMFIELD	DALTON
CAMBRIDGE	ESSEX	BROCKTON	FALMOUTH	BELLINGHAM	RUTLAND	COLRAIN	CHESTER	EGREMONT
CANTON	GEORGETOWN	CARVER	GOSNOLD	BERLIN	SHERBORN	DEERFIELD	CHESTERFIELD	FLORIDA
CHELSEA	GLOUCESTER	DARTMOUTH	HARWICH	BILLERICA	SHIRLEY	ERVING	CHICOPEE	GREAT BARRINGTON
COHASSET	GROVELAND	DIGHTON	MASHPEE	BLACKSTONE	SHREWSBURY	FITCHBURG	CONWAY	HANCOCK
DEDHAM	HAMILTON	DUXBURY	ORLEANS	BOLTON	SOUTHBOROUGH	GARDNER	CUMMINGTON	HINSDALE
DOVER	HAVERHILL	EAST BRIDGEWATER	PROVINCETOWN	BOXBOROUGH	SOUTHBRIDGE	GILL	EAST LONGMEADOW	LANESBOROUGH
EVERETT	IPSWICH	EASTON	SANDWICH	BOYLSTON	SPENCER	GREENFIELD	EASTHAMPTON	LEE
HINGHAM	LAWRENCE	FAIRHAVEN	TRURO	BROOKFIELD	STERLING	HAWLEY	GOSHEN	LENOX
HOLBROOK	LOWELL	FALL RIVER	WELLFLEET	CARLISLE	STOW	HEATH	GRANBY	MONROE
HULL	LYNN	FOXBOROUGH	YARMOUTH	CHARLTON	STURBRIDGE	LEOMINSTER	GRANVILLE	MONTEREY
LEXINGTON	LYNNFIELD	FREETOWN		CHELMSFORD	SUDBURY	LEVERETT	HADLEY	MOUNT WASHINGTON
LINCOLN	MANCHESTER	HALIFAX		CLINTON	SUTTON	LEYDEN	HAMPDEN	NEW ASHFORD
MALDEN	MARBLEHEAD	HANOVER		CONCORD	TYNGSBOROUGH	LUNENBURG	HATFIELD	NEW MARLBOROUGH
MEDFORD	MERRIMAC	HANSON		DOUGLAS	UPTON	MONTAGUE	HOLLAND	NORTH ADAMS
MELROSE	METHUEN	KINGSTON		DUDLEY	UXBRIDGE	NEW SALEM	HOLYOKE	OTIS
MILTON	MIDDLETON	LAKEVILLE		DUNSTABLE	WARREN	NORTHFIELD	HUNTINGTON	PERU
NEEDHAM	NAHANT	MANSFIELD		EAST BROOKFIELD	WAYLAND	ORANGE	LONGMEADOW	PITTSFIELD
NEWTON	NEWBURY	MARION		FRAMINGHAM	WEBSTER	PELHAM	LUDLOW	RICHMOND
NORWOOD	NEWBURYPORT	MARSHFIELD		FRANKLIN	WEST BOYLSTON	PHILLIPSTON	MIDDLEFIELD	SANDISFIELD
QUINCY	NORTH ANDOVER	MATTAPOISETT		GRAFTON	WEST BROOKFIELD	ROWE	MONSON	SAVOY
RANDOLPH	NORTH READING	MEDFIELD		GROTON	WESTBOROUGH	ROYALSTON	MONTGOMERY	SHEFFIELD
REVERE	PEABODY	MIDDLEBOROUGH		HARDWICK	WESTFORD	SHELBURNE	NORTHAMPTON	STOCKBRIDGE
SAUGUS	READING	NEW BEDFORD		HARVARD	WORCESTER	SHUTESBURY	PALMER	TYRINGHAM
SOMERVILLE	ROCKPORT	NORFOLK		HOLDEN		SUNDERLAND	PLAINFIELD	WASHINGTON
STONEHAM	ROWLEY	NORTH ATTLEBOROUGH		HOLLISTON		TEMPLETON	RUSSELL	WEST STOCKBRIDGE
WAKEFIELD	SALEM	NORTON		HOPEDALE		TOWNSEND	SOUTH HADLEY	WILLIAMSTOWN
WALTHAM	SALISBURY	NORWELL		HOPKINTON		WARWICK	SOUTHAMPTON	WINDSOR
WATERTOWN	SWAMPSCOTT	PEMBROKE		HUBBARDSTON		WENDELL	SOUTHWICK	
WELLESLEY	TEWKSBURY	PLAINVILLE		HUDSON		WESTMINSTER	SPRINGFIELD	
WESTON	TOPSFIELD	PLYMOUTH		LANCASTER		WINCHENDON	TOLLAND	
WESTWOOD	WENHAM	PLYMPTON		LEICESTER			WALES	
WEYMOUTH	WEST NEWBURY	RAYNHAM		LITTLETON			WARE	
WILMINGTON		REHOBOTH		MARLBOROUGH			WEST SPRINGFIELD	
WINCHESTER		ROCHESTER		MAYNARD			WESTFIELD	
WINTHROP		ROCKLAND		MEDWAY			WESTHAMPTON	
WOBBURN		SCITUATE		MENDON			WHATELY	
		SEEKONK		MILFORD			WILBRAHAM	
		SHARON		MILLBURY			WILLIAMSBURG	
		SOMERSET		MILLIS			WORTHINGTON	
		STOUGHTON		MILLVILLE				
		SWANSEA		NATICK				
		TAUNTON		NEW BRAINTREE				
		WALPOLE		NORTH BROOKFIELD				
		WAREHAM		NORTHBOROUGH				
		WEST BRIDGEWATER		NORTHBRIDGE				
		WESTPORT						
		WHITMAN						
		WRENTHAM						

## Contractor Listing

Vendor Name	Vendor Contact	Vendor Comments	City	State	Zip	Phone	Cont Email
Lorusso Corporation	Linda Watterson	Category 4 (Regions 1, 3, 4, 5)	Plainville	MA	02762	508-695-3252	<a href="mailto:linda.watterson@lorussocorp.com">linda.watterson@lorussocorp.com</a>
M.E. O'Brien & Sons, Inc.	Meghan O'Brien	Categories 6, 7, 9 (Statewide)	Medfield	MA	02052	508-359-4200	<a href="mailto:mail@obrienandsons.com">mail@obrienandsons.com</a>
Bigelow Nurseries, Inc.	Timothy Hay	Category 1 (Statewide)	Northborough	MA	01532	508-845-2143 x14	<a href="mailto:timhay@bigelownurseries.com">timhay@bigelownurseries.com</a>
New England Recycling Co., Inc.	Steve Goldstein	Categories 3 (Regions 1, 2, 3, 4, 5), 4 (Region 3)	Taunton	MA	02780	508-813-1278	<a href="mailto:kbrady@nerecycling.com">kbrady@nerecycling.com</a>
Northeast Nursery, Inc.	Andrew Demotses	Categories 1 & 2 (Statewide), and Category 4 (Regions 1, 2, 3, 5)	Peabody	MA	01960	978-854-4411	<a href="mailto:aj@northeastnursery.com">aj@northeastnursery.com</a>
Cavicchio Greenhouses Inc	Edward Kassor	Category 1 (Regions 1, 2, 5)	Sudbury	MA	01776	978-443-7177 x268	<a href="mailto:ekassor@cavicchio.com">ekassor@cavicchio.com</a>
Site Specifics, LLC	Cindy Maak	Category 6 (Statewide)	Rochester	MA	02770	888-551-3155	<a href="mailto:cindy@sitespecifics.net">cindy@sitespecifics.net</a>
New England Recreation Group, Inc.	Charles Ramondo	Category 6, 7 (Statewide)	Westboro	MA	01581	800-861-1209	<a href="mailto:nerg@nerecgroup.com">nerg@nerecgroup.com</a>
Marturano Recreation Company	James Marturano	Categories 6 and 7 (Statewide)	Spring Lake	NJ	07762	800-922-0070	<a href="mailto:marturano@gametime.com">marturano@gametime.com</a>
Premier Park & Play	Doug Knotts	Categories 6, 7 and 9 (Statewide)	Newton	MA	02458	617-244-3317	<a href="mailto:premierparkplay@verizon.net">premierparkplay@verizon.net</a>
PlayCore Wisconsin, Inc dba BigToys	Natalie Child	Category 6 (Statewide)	Tumwater	WA	98512	360-528-8697	<a href="mailto:nchild@bigtoys.com">nchild@bigtoys.com</a>
Earth Safe, Inc.	Stephen Orbe	Categories 6, 7, 8 (Statewide)	Harwich	MA	02645	508-430-0777	<a href="mailto:steve@earthsafeinc.net">steve@earthsafeinc.net</a>
Valley Green Inc.	Joe Goncalves	Category 4 (Region 7)	Holyoke	MA	01040	413-533-0726	<a href="mailto:j.goncalves@valleygreenusa.com">j.goncalves@valleygreenusa.com</a>
Harrell's, L.L.C.	Roland Card	Category 2 (Statewide)	Auburn	MA	01501	508-304-2184	<a href="mailto:rcardl@harrells.com">rcardl@harrells.com</a>
Northeast Playground Builders, LLC	William O'Neill	Categories 6, 7 and 9 (Statewide)	Braintree	MA	02184	508-535-6274	<a href="mailto:bill@neplaygroundbuilders.com">bill@neplaygroundbuilders.com</a>
Design Built LLC DBA Childscapes	Timothy Pesko	Category 6, 7 (Statewide)	Marshfield	MA	02050	781-837-6412	<a href="mailto:tpesko@childscapes.net">tpesko@childscapes.net</a>
Amherst Nurseries (John W Kinchla DBA)	John Kinchla	Category 1 (Statewide)	Amherst	MA	01002	413-549-8873	<a href="mailto:jwk@amherstnurseries.com">jwk@amherstnurseries.com</a>
Rubberecycle, LLC	Keith Sacks	Category 6 (Statewide)	Lakewood	NJ	08701	732-363-0600 x104	<a href="mailto:keith@rubbermulch.com">keith@rubbermulch.com</a>
Helena Chemical Company	Louis Bettencourt	Category 2 (Statewide)	Hatfield	MA	01038	800-452-3294	<a href="mailto:bettencourt1@helenachemical.com">bettencourt1@helenachemical.com</a>
ProBark Industries Inc.	Daniel Mayer Mayer	Category 3 (Regions 1, 2, 5, 6)	Essex	MA	01929	978-768-6999	<a href="mailto:dan@mayertree.com">dan@mayertree.com</a>